

Program No. 155-S Term September 1, 2005 To August 31, 2006											
Title: FOCUS NEWSLETTER											
R & D DIRECT											
MARKETING, INC. SHEFFIELD PRESS TAMMS LITHO YORK GRAPHIC SVC											
CENTREVILLE, VA HAMMOND, IN CEDARBURG, WI YORK, PA											
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I. PREPRESS:											
(a)	Square-finish halftone.....per illustration	5	8.00	40.00	4.00	20.00	10.00	50.00	9.00	45.00	
(b)	Output of pages from disk (for Revisions only)										
	.....per page	5	10.00	50.00	7.50	37.50	15.00	75.00	10.00	50.00
(c)	System Timework.....per hour	5	65.00	325.00	45.00	225.00	75.00	375.00	60.00	300.00	
II. PRINTING AND BINDING:											
(a)	Per Page										
(1)	Makeready and/or Setup	96	25.00	2,400.00	19.75	1,896.00	96.93	9,305.28	79.57	7,638.72	
(2)	Running Per 1,000 Copies	988	12.00	11,856.00	10.90	10,769.20	11.44	11,302.72	16.35	16,153.80	
III. PACKING:											
1.	Bulk shipments (other than by mail):										
(a)	Pack/seal shipping containers....per container	48	1.00	48.00	1.00	48.00	1.05	50.40	1.25	60.00	
2.	Mailing:										
(a)	Labeling single copies (self-mailers).....										
	.....per 1,000 labels	81	35.00	2,835.00	34.00	2,754.00	71.00	5,751.00	35.00	2,835.00
(b)	Sgl/mult copies in kraft envelopes to 200										
	leaves.....per envelope	12,320	0.50	6,160.00	0.19	2,340.80	0.55	6,776.00	0.20	2,464.00	
(c)	Multiple copies over 200 leaves to 24-lbs in										
	cushioned shipping bags or wrapped in shipping										
	bundles or small containers to 27-lbs										
	.....per bag, bundle or container	28	1.00	28.00	1.00	28.00	0.80	22.40	1.50	42.00
CONTRACTOR TOTALS				\$23,742.00				\$33,707.80		\$29,588.52	
DISCOUNT				0.00%	\$0.00	2.00%		3.00%	\$1,011.23	1.00%	\$295.89
DISCOUNTED TOTALS				\$23,742.00				\$32,696.57		\$29,292.63	

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ITEM NO	DESCRIPTION	BASIS OF AWARD	GRAY GRAPHICS CAPITOL HEIGHTS, MD		CURRENT CONTRACTOR GRAY GRAPHICS	
			UNIT RATE	COST	UNIT RATE	COST
I.	PREPRESS:					
(a)	Square-finish halftone.....per illustration	5	6.00	30.00	6.00	30.00
(b)	Output of pages from disk (for Revisions only) .....per page	5	8.00	40.00	8.00	40.00
(c)	System Timework.....per hour	5	65.00	325.00	65.00	325.00
II.	PRINTING AND BINDING:					
(a)	Per Page					
(1)	Makeready and/or Setup	96	50.00	4,800.00	20.00	1,920.00
(2)	Running Per 1,000 Copies	988	12.00	11,856.00	11.00	10,868.00
III.	PACKING:					
1.	Bulk shipments (other than by mail):					
(a)	Pack/seal shipping containers....per container	48	1.00	48.00	1.00	48.00
2.	Mailing:					
(a)	Labeling single copies (self-mailers)..... .....per 1,000 labels	81	70.00	5,670.00	34.00	2,754.00
(b)	Sgl/mult copies in kraft envelopes to 200 leaves.....per envelope	12,320	0.25	3,080.00	0.20	2,464.00
(c)	Multiple copies over 200 leaves to 24-lbs in cushioned shipping bags or wrapped in shipping bundles or small containers to 27-lbs.....per bag, bundle or container	28	1.00	28.00	1.00	28.00
	CONTRACTOR TOTALS			\$25,877.00		\$18,477.00
	DISCOUNT		1.00%	\$258.77	2.00%	\$369.54
	DISCOUNTED TOTALS			\$25,618.23		\$18,107.46